

## Message Text

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PAGE 01 MADRID 09590 221638Z  
ACTION FSI-03

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FM AMEMBASSY MADRID  
TO SECSTATE WASHDC 8393  
INFO AMCONSUL BARCELONA

UNCLAS MADRID 9590

E.O. 11652: N/A  
TAGS: AFSI SP  
SUBJECT: FSI: COMMERCIAL LOCALS U.S. TRAINING PROGRAM

REF: STATE 293289

### 1. FOLLOWING ARE SPAIN'S NOMINATIONS AND RANKINGS FOR SUBJECT PROGRAM:

NUMBER 1 FROM BARCELONA. ENRIQUE VIQUEIRA VAZQUEZ-  
ALDANA (FSL-10). BORN MAY 19, 1924 IN BARCELONA. COMPLETELY  
FLUENT IN WRITTEN AND SPOKEN ENGLISH. BEGAN SERVICE WITH  
USG APRIL 4, 1949 IN COMMERCIAL SECTION AT BARCELONA AND  
ESTIMATES HE HAS EIGHT YEARS UNTIL RETIREMENT. HAS  
ATTENDED 1966 AND 1970 TRAINING PROGRAMS FOR COMMERCIAL  
SPECIALISTS AT MILAN AND TANGIERS; AND 1974 LONDON PROGRAM FOR  
COMMERCIAL OFFICERS AND SENIOR COMMERCIAL SPECIALISTS.  
GRADUATE OF BARCELONA OFFICIAL HIGH SCHOOL OF ECONOMIC  
STUDIES. IS SENIOR COMMERCIAL LOCAL IN ACTIVE BARCELONA  
COMMERCIAL SECTION AND HAS DIRECT ROLE IN COUNSELING U.S.  
BUSINESSMEN AND CONTACT WITH SPANISH AFFIACLDOM AND  
TRADE CIRCLES. HAS NO GEOGRAPHIC PREFERENCE BUT INTERESTED  
IN POLLUTION CONTROL, FOOD PROCESSING, ELECTRONIC PRO-  
DUCTION EQUIPMENT, HEALTH CARE AND MENTAL FINISHING  
INDUSTRIES. WAS PROPOSED AS CANDIDATE FOR SIMILAR  
PROGRAM IN APRIL 1974 BUT WAS UNABLE TO ATTEND BECAUSE  
OF UNEXPECTED SURGERY. IS ABLE, ENERGETIC AND ARTICULATE  
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COMMERCIAL SPECIALIST WHO HEADS UP SECTION IN ABSENCE OF  
COMMERCIAL OFFICER.

NUMBER 2. FROM BARCELONA. PEDRO ALCALA. (FSL-8).  
BORN MAY 30, 1932, BARCELONA. COMPLETELY FLUENT IN  
WRITTEN AND SPOKEN ENGLISH. 25 YEARS SERVICE WITH USG.  
19 IN COMMERCIAL SECTION. ESTIMATES 16 YEARS BEFORE RETIRE-

MENT. HAS TWO YEAR DEGREE IN COMMERCE SCIENCE. ATTENDED ROME PROGRAM IN 1971 AND REGIONAL SEMINAR IN 1975. COMPLETED CORRESPONDENCE COURSE FOR FSL COMMERCIAL SPECIALISTS WITH EXCELLENT RESULTS. HAS SAME INDUSTRY INTERESTS AS PREVIOUS CANDIDATE. MR. ALCALA IS A HIGHLY EFFECTIVE, ENERGETIC AND ARTICULATE MAN WITH A PRONOUNCED FLAIR FOR BOTH INSIDE AND OUTSIDE COMMERCIAL WORK. HE HAS SUBSTANTIAL CONTACT WITH U.S. AND SPANISH BUSINESSMEN ALTHOUGH EMPHASIS OF POSITION IS ON COLLECTION AND REPORTING E/C DATA. HE IS FULLY CAPABLE OF BEING THE NUMBER ONE COMMERCIAL SPECIALIST IN THE SECTION, A POSITION TO WHICH HE WILL DOUBTLESS SUCCEED AT SOME POINT.

2. BOTH CANDIDATES ARE IN GOOD HEALTH AND ACQUIT THEMSELVES WELL IN PUBLIC RELATIONS SITUATIONS. BOTH HAVE OUTSTANDING PERFORMANCE RECORDS AND BOTH WOULD DO THE COURSE JUSTICE AS WELL AS DERIVING ADDITIONAL PROFESSIONAL POLISH FROM THE EXPERIENCE. FOR PERSONAL REASONS THE ELIGIBLE FSL'S IN EMBASSY MADRID REGRET THAT THEY MUST DECLINE THE CHANCE TO BE CONSIDERED. OTHER CONSTITUENT POSTS HAVE NO DESIGNATED FSL COMMERCIAL POSITIONS. AS THE DEPARTMENT KNOWS BARCELONA IS AND WILL REMAIN A HIGHLY ACTIVE COMMERCIAL POST WHERE ADDITIONAL TRAINING CAN BE PUT TO EXCELLENT USE. STABLER

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